#### IN THE UNITED STATES DISTRICT COURT FOR THE EASTERN DISTRICT OF VIRGINIA Richmond Division

ePLUS INC.,	)
Plaintiff,	) Civil Action No. 3:09-CV-620 (REP)
v.	)
LAWSON SOFTWARE, INC.,	)
	)
Defendant.	)

# PLAINTIFF ePLUS INC'S OBJECTIONS TO DEFENDANT'S COUNTER DEPOSITION DESIGNATIONS, COUNTER-COUNTER DESIGNATIONS AND REVISED SUMMARY OF THE DEPOSITION OF HENRIK BILLGREN (OCT. 22, 2009)

Plaintiff, ePlus, Inc. ("ePlus"), through counsel, hereby submits the following specific objections to Defendant Lawson Software, Inc. ("Lawson")'s Counter-Deposition Designations of the deposition of Henrik Billgren (October 22, 2009) and offers the following counter-counter designations and revised summary:

#### **Specific Objections**

Defendant's Counter	ePlus's Objections to Defendant's Counter	ePlus's Counter-Counter Designations
Designations	Designations	0
266:7 – 268:2	403 (267:16-268:2)	265:18-22; 266:5
272:17-21		
283:22 – 284:12;		289:22-290:15
288:17 – 289:16;		

<b>Defendant's</b>	ePlus's Objections to	ePlus's Counter-Counter
Counter	<b>Defendant's Counter</b>	Designations
<b>~</b> • • •	D • 4•	
Designations	Designations	

#### **Revised Summary**

### Designated testimony relates to:

Mr. Billgren provided a demonstration of the M3 e-Procurement application, both as a supplier and a buyer. 256:12-257:4; 257:22-259:11; 259:19-262:12; 263:7-265:17; 268:5-269:2; 270:7-272:16; 273:19-279:12; 280:2-282:17. Mr Billgren stated that the demonstration he was directed to do did not describe anything regarding the functionality of the M3 e-Procurement application because it is only playful data that is not representative of an actual customer in any real life situation. (266:7 – 268:2) Mr. Billgren described how a supplier would upload a supplier catalog as an Excel spreadsheet into the system. 257:22-259:11; 259:19-262:12. Mr. Billgren demonstrated the functionality of the M3 e-Procurement application to search by supplier name (e.g., IBM) and by different keywords (e.g., laptop) and through the catalog hierarchy (e.g., hammers) and created and approved a requisition from items selected from the search results. 263:7-265:17; 268:5-269:2; 270:7-272:16; 273:19-279:12; 280:2-281:14.<sup>2</sup> Mr. Billgren also demonstrated how suppliers could respond to supplier orders with comments, such as whether a particular item is on backorder. 281:15-282:17. For a requisition including two line items to be ordered from two different suppliers, the system created two purchase orders. 280:11-281:14. To the best of Mr. Billgren's knowledge, Lawson has approximately 30 customers that use the M3 e-Procurement application.<sup>3</sup> To the best of Mr. Billgren's knowledge, one customer is in the United States, Empire Merchant North. Based on Mr. Billgren's understanding, Lawson's other customers of the e-Procurement application do not use the application in the United States. Some of Lawson's 30 M3 e-Procurement customers use the M3 e-Procurement application as a standalone application and some of them use the M3 e-Procurement application as an add-on integrated with an M3 system. 4 (283:22 – 284:12; 288:17 – 289:16; 289:22-290:15; 290:22 – 291:5)

\_

<sup>&</sup>lt;sup>1</sup> Lawson has suggested adding the statement that "Mr Billgren stated that the demonstration he was directed to do did not describe anything regarding the functionality of the e-Procurement application." *e*Plus objects to this statement as being incomplete and adds that the witness testified that the demonstration could not be used to describe the functionality of the system only because "playful" data, instead of actual customer data, was loaded into the system.

<sup>&</sup>lt;sup>2</sup> Lawson has suggested adding the statement, "Mr. Billgren stated that the demonstration did not indicate whether an item was in stock or not." *ePlus* objects to this statement as not accurately reflecting the testimony. The witness testified that data in the "delivery time" field of an item description does not provide an indication of whether the supplier for the item has the item in stock.

 $<sup>^{3}</sup>$  Lawson contends that the witness testified that 30 customers use the e-Procurement application. ePlus objects that this was only an approximation and that the witness qualified that his answer was given to the best of his knowledge, and has revised the statement accordingly.

<sup>&</sup>lt;sup>4</sup> Lawson suggests adding the following statement: "None of Lawson's 30 e-Procurement customers also use the M3 application as an add-on integrated to the e-Procurement application." *e*Plus objects to this statement as a mischaracterization of the witness's testimony. The witness stated that of these 30 customers of the e-Procurement application, some of them are standalone and some of them are integrated with M3.

#### Respectfully submitted,

/s/

Craig T. Merritt (VSB #20281) Henry I. Willett, III (VSB #44655)

#### CHRISTIAN & BARTON, LLP

909 East Main Street, Suite 1200 Richmond, Virginia 23219-3095 Telephone: (804) 697-4100 cmerritt@cblaw.com hwillett@cblaw.com

Scott L. Robertson (admitted *pro hac vice*) Jennifer A. Albert (admitted *pro hac vice*) David M. Young (VSB#35997)

#### **GOODWIN PROCTER LLP**

901 New York Avenue, N.W. Washington, DC 20001 Telephone: (202) 346-4000 SRobertson@goodwinprocter.com JAlbert@goodwinprocter.com DYoung@goodwinprocter.com

Michael G. Strapp (admitted *pro hac vice*) James D. Clements (admitted *pro hac vice*)

#### **GOODWIN PROCTER LLP**

Exchange Place 53 State Street Boston, MA 02109-2881 Telephone: (617) 570-1000 MSrapp@goodwinprocter.com JClements@Goodwinprocter.com

Attorneys for Plaintiff, ePlus Inc.

Dated: August 11, 2010

		DIII	lgren, Henrik - Vol. 2 10/22/2009 12:00:00 PM
,	251 IN THE UNITED STATES DISTRICT COURT	1	253 APPEARANCES
1 2		2	
3	FOR THE EASTERN DISTRICT OF VIRGINIA  Richmond Division	3	ON BEHALF OF PLAINTIFF:
	X	4	JENNIFER A. ALBERT, ESQUIRE  Goodwin Procter LLP
4		5	
5	ePLUS iNC.,		901 New York Avenue, Northwest
6	Plaintiff, ) Civil Action No.	6	Washington, D.C. 20001
7	v. ) 3:09-CV-620 (JRS)	7	Telephone: (202) 346-4000
8	LAWSON SOFTWARE, INC., )	8	
9	Defendant. )	9	
10	X	10	
11	CONFIDENTIAL	11	ON BEHALF OF DEFENDANT:
12	Continued 30(b)(6) Videotaped Deposition of	12	WILLIAM D. SCHULTZ, ESQUIRE
13	Lawson Software, Inc.	13	Merchant & Gould PC
14	by and through its corporate designee	14	3200 IDS Center
15	HENRIK BILLGREN	15	80 South Eighth Street
16	and in his personal capacity	16	Minneapolis, Minnesota 55402
17	Washington, D.C.	17	Telephone: (612) 332-5300
18	Thursday, October 22, 2009	18	
19	8:44 a.m.	19	
20	Job No.: 1-165765	20	
21	Pages: 251 - 295, Volume 2	21	ALSO PRESENT:
22	Reported By: Lee Bursten	22	ANTONIO TROPEANO, Videographer
	252		254
1	Continued 30(b)(6) Videotaped Deposition	1	CONTENTS
2	of Lawson Software, Inc. by and through its	2	EXAMINATION OF HENRIK BILLGREN PAGE
3	corporate designee HENRIK BILLGREN and in his	3	By Ms. Albert 256
4	personal capacity, held at the offices of:	4	By Mr. Schultz 288
5	Goodwin Procter LLP	5	By Ms. Albert 289
6	901 New York Avenue, Northwest	6	
7	Washington, D.C. 20001	7	
8	(202) 346-4000	8	EXHIBITS
9		9	(Attached to transcript.)
10		10	BILLGREN DEPOSITION EXHIBITS PAGE
11		11	Exhibit 21 United States Patent 286
12	Pursuant to notice, before Lee Bursten,	12	Number 6,023,683
13	Court Reporter and Notary Public in and for the	13	
14	District of Columbia, who officiated in	14	
15	administering the oath to the witness.	15	
16	-	16	
17		17	
18		18	
19		19	
20		20	
20		21	
		1 22	
22		22	

				25
1		55	on ironmont in order to demonstrate the	25
	PROCEEDINGS	1	environment in order to demonstrate the	
2	THE VIDEOGRAPHER: Here begins videotape	2	functionality today?	
3	number 1 in the deposition of Henrik Billgren in	3	A Actually not. This is the live	
4	the matter of ePlus inc. versus Lawson Software,	4	demonstration environment that is up and running.	
5	Inc., in the United States District Court for the	5	Q Can you go ahead and log in?	
6	Eastern District of Virginia, Richmond Division,	6	MR. SCHULTZ: Do you want him to hit the	
7	case number 3:09-CV-620 JRS. Today's date is	7	"Record"?	
8	October 22nd, 2009. The time on the video monitor	8	BY MS. ALBERT:	
9	is 8:44 a.m.	9	Q Oh, yes, hit the "Record" first.	
10	The video operator today is Antonio	10	A There?	
11	Tropeano of Merrill LAD. This video deposition is	11	Q Yes.	
12	taking place at Goodwin Procter, 901 New York	12	A Okay.	
13	Avenue, Northwest, Washington, D.C., 20001.	13	Q And then go ahead and log into the	
14	Counsel, please voice identify yourselves and state	14	system.	
15	whom you represent.	15	A So I connect with our demo environment	
16	MS. ALBERT: Jennifer Albert with the law	16	with a user name and a password.	
17	firm of Goodwin Procter. I represent the	17	Q Now, can you select Supply Center and	
18	plaintiff, ePlus incorporated.	18	well, strike that. Do you have all of the roles	
19	MR. SCHULTZ: William Schultz with	19	available to you today, supplier role, buyer role,	
20	Merchant & Gould, and I represent Lawson Software,	20	content manager role?	
21	Incorporated.  THE VIDEOGRAPHER: The court reporter	21	A Yes.  Q Can you log in as a supplier to the	
	2:	56		25
1	29 today is Lee Bursten of Merrill LAD. And the	56	Supply Center? So you're clicking on the Supply	25
1 2			Supply Center? So you're clicking on the Supply  Center link on the home page there. And what is	25
	today is Lee Bursten of Merrill LAD. And the	1		25
2	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.	1 2	Center link on the home page there. And what is	25
2	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN	1 2 3	Center link on the home page there. And what is this screen?	25
2 3 4	today is Lee Bursten of Merrill LAD. And the witness is already sworn in. HENRIK BILLGREN having been previously duly sworn, testified as	1 2 3 4	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want	25
2 3 4 5	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:	1 2 3 4 5	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to	25
2 3 4 5	today is Lee Bursten of Merrill LAD. And the witness is already sworn in. HENRIK BILLGREN having been previously duly sworn, testified as follows: FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF	1 2 3 4 5	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And —	25
2 3 4 5 6 7	today is Lee Bursten of Merrill LAD. And the witness is already sworn in. HENRIK BILLGREN having been previously duly sworn, testified as follows: FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:	1 2 3 4 5 6 7	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And —  Q Can you log in for the role appropriate	25
2 3 4 5 6 7 8	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you	1 2 3 4 5 6 7 8	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And —  Q Can you log in for the role appropriate to an individual who would be uploading a supplier	25
2 3 4 5 6 7 8 9	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?	1 2 3 4 5 6 7 8 9	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.	25
2 3 4 5 6 7 8 9 10	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.	1 2 3 4 5 6 7 8 9 10	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And —  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.  Q And now you're presented with a page	25
2 3 4 5 6 7 8 9 10 11	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a	1 2 3 4 5 6 7 8 9 10 11	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And— Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here. Q And now you're presented with a page that's entitled "Supply Center Home." What are all	2:
2 3 4 5 6 7 8 9 10 11 12 13	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a  demonstration of the M3 e-Procurement system. And	1 2 3 4 5 6 7 8 9 10 11 12 13	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.  Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by	2:
2 3 4 5 6 7 8 9 10 11 12 13	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a  demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about	1 2 3 4 5 6 7 8 9 10 11 12 13 14	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And— Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here. Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?	2!
2 3 4 5 6 7 8 9 10 11 12 13 14 15	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about to see and how you've configured it for today's	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.  Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?  A First, he sees the ongoing orders. Is it	2!
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about to see and how you've configured it for today's demonstration?	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.  Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?  A First, he sees the ongoing orders. Is it okay if I refer to the conversation yesterday, or	2:
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about to see and how you've configured it for today's demonstration?  A We are about to enter what we call our	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here. Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?  A First, he sees the ongoing orders. Is it okay if I refer to the conversation yesterday, or not? Possibly not. These are the orders that's	2:
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about to see and how you've configured it for today's demonstration?	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.  Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?  A First, he sees the ongoing orders. Is it okay if I refer to the conversation yesterday, or	2!
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about to see and how you've configured it for today's demonstration?  A We are about to enter what we call our	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here. Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?  A First, he sees the ongoing orders. Is it okay if I refer to the conversation yesterday, or not? Possibly not. These are the orders that's	2!
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about to see and how you've configured it for today's demonstration?  A We are about to enter what we call our demo environment, which is an environment that we	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.  Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?  A First, he sees the ongoing orders. Is it okay if I refer to the conversation yesterday, or not? Possibly not. These are the orders that's been posted for me as a supplier that I should	2:
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	today is Lee Bursten of Merrill LAD. And the witness is already sworn in.  HENRIK BILLGREN having been previously duly sworn, testified as follows:  FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF BY MS. ALBERT:  Q I remind you, Mr. Billgren, that you remain under oath from yesterday. Do you understand?  A I understand.  Q Okay. Today we wanted to have a demonstration of the M3 e-Procurement system. And can you explain for me the system that we're about to see and how you've configured it for today's demonstration?  A We are about to enter what we call our demo environment, which is an environment that we use to demonstrate the general functionality of the	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Center link on the home page there. And what is this screen?  A This then, I'm now selected that I want to log on to the Supply Center. Then I have to check on which role I'm going to log in as. And—  Q Can you log in for the role appropriate to an individual who would be uploading a supplier catalog as an Excel spreadsheet?  A Yes. I will log on as a supplier here.  Q And now you're presented with a page that's entitled "Supply Center Home." What are all the activities that a supplier can perform by accessing this Supply Center home page?  A First, he sees the ongoing orders. Is it okay if I refer to the conversation yesterday, or not? Possibly not. These are the orders that's been posted for me as a supplier that I should ship, and whatever ongoing other things, activities	2:

1	A I'm not - I don't have an Excel. This	1	ready for update to be used if I were to add a new
2	is the demo environment. I can't sort of have an	2	product, for instance.
3	Excel spreadsheet that I will upload. But I can	3	Q And if you clicked on the tab labeled
			"Catalog Files," what functions can be performed?
4	display by clicking on catalogs how the supplier	4	
5	would view his catalogs or his uploaded product	5	A There I would see generated files and
6	lists, which is what I just did.	6	uploaded files that I might have in preparations of
7	Q So the page we've been presented is the	7	my product list slash catalog.
8	catalogs page. And I note that there's a tab,	8	Q Can you go back to "Catalog Details,"
9	"View Catalogs," which appears to be the tab that	9	please.
10	we're at right now.	10	A Of the product.
11	A Yes.	11	Q So down below, with "Results," are those
12	Q And what functionality can be done if you	12	the various different items that are in the catalog
13	click on the if you enter something in the user	13	that are available to be published to the Meta
14	interface labeled "Catalog Name"?	14	Catalogue in the Buy Center?
15	A You want me to enter something there?	15	A Yes. These are the products that the
16	Q Well	16	buyer can view and create a requisition for.
17	A It's a filter of it's a filter of what	17	Q And can you click on one of those items?
18	you see in your list view.	18	A Yes.
19	Q So if you wanted to look for a particular	19	Q So that's the item detail for that
20	catalog name, you could enter that catalog name	20	particular item, and it includes the various
21	into that user interface and just search for that	21	attributes or fields of data associated with that
22	specific catalog, is that correct?	22	item; is that correct?
	260		26
1	A Filter for it.	1	A Yes.
2	Q And what functionality is available if	2	Q So what would be the process that would
3	you use the status user interface there?	3	be used by the supplier in order to upload a
4	A It's the same.	4	supplier catalog as an Excel spreadsheet into the
5	Q All right. Can you display for us one of	5	system?
6	the catalogs?	6	A He would upload the spreadsheet in as a
7	A Display a catalog?	7	catalog file, and then he would approve; maybe
8	Q Yes.	8	amend some of these details that you see here,
9	A So this supplier, I think this is the	9	price or delivery time, then approve. And when he
10	name, Ideal whatever, Hardware, he has these	10	has approved them, they will be part of this
11	catalogs. And I click on one. And come the header	11	approved triefly, they will be part of this
12	of what is mentioned here as the catalog of this	12	buyer in a requisition.
	5at to monitoriou note as the catalog of this	'-	22,5. III a roquiolaoni
1.3	list of products. It's just information of the	12	O Can you log out as the supplier and log
13	list of products. It's just information of the	13	Q Can you log out as the supplier and log
14	header. And inside this catalog you have various	14	in as a purchase manager or a content manager?
14 15	header. And inside this catalog you have various products that are either approved products, which	14 15	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you
14 15 16	header. And inside this catalog you have various products that are either approved products, which are if I may, if I click there, these are the	14 15 16	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you want me to be? Maybe I'll go in the beginning.
14 15 16 17	header. And inside this catalog you have various products that are either approved products, which are — if I may, if I click there, these are the products that is used by the buyer, can be used by	14 15 16 17	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you want me to be? Maybe I'll go in the beginning.  Q I want to show the interface for the
14 15 16 17 18	header. And inside this catalog you have various products that are either approved products, which are — if I may, if I click there, these are the products that is used by the buyer, can be used by the buyer to do a requisition.	14 15 16 17 18	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you want me to be? Maybe I'll go in the beginning.  Q I want to show the interface for the suppliers and the agreements and the catalogs that
14 15 16 17 18	header. And inside this catalog you have various products that are either approved products, which are if I may, if I click there, these are the products that is used by the buyer, can be used by the buyer to do a requisition.  Q And then if you click on the tab "Catalog"	14 15 16 17 18 19	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you want me to be? Maybe I'll go in the beginning.  Q I want to show the interface for the suppliers and the agreements and the catalogs that would be available to the content manager or the
14 15 16 17 18	header. And inside this catalog you have various products that are either approved products, which are — if I may, if I click there, these are the products that is used by the buyer, can be used by the buyer to do a requisition.	14 15 16 17 18 19	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you want me to be? Maybe I'll go in the beginning.  Q I want to show the interface for the suppliers and the agreements and the catalogs that
14 15 16 17 18	header. And inside this catalog you have various products that are either approved products, which are if I may, if I click there, these are the products that is used by the buyer, can be used by the buyer to do a requisition.  Q And then if you click on the tab "Catalog"	14 15 16 17 18 19	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you want me to be? Maybe I'll go in the beginning.  Q I want to show the interface for the suppliers and the agreements and the catalogs that would be available to the content manager or the
14 15 16 17 18 19	header. And inside this catalog you have various products that are either approved products, which are — if I may, if I click there, these are the products that is used by the buyer, can be used by the buyer to do a requisition.  Q And then if you click on the tab "Catalog Products," what's displayed there?	14 15 16 17 18 19	in as a purchase manager or a content manager?  A Still in the Supply Center. Where do you want me to be? Maybe I'll go in the beginning.  Q I want to show the interface for the suppliers and the agreements and the catalogs that would be available to the content manager or the purchase manager, and then show an uploaded

	263			265
1	the catalog items, to publish those items into the	1	information the product database for the	200
2	Meta Catalog available in the Buy Center.	2	products that's been uploaded and approved by the	
3	A By just approving the uploaded list of	3	suppliers, and it displays, with this filter on,	
4	products, that catalog, then they are published,	4	everything that contains "hammer" in the product	
5	they are now. So if I now log on as a requester, I	5	group.	
6	will be able to view these products.	6	Q And what if you used the Product	
7	Q Okay. Can you log in as a requester?	7	Information user interface, how does the search	
8	A Yes.	8	engine use that filter?	
9	Q Or buyer.	9	A If I used what?	
10	A Yes. I'll log in as a buyer.	10	Q The Product Information user interface.	
11	Q Now, what screen is presented here?	11	A Yes.	
12	A I am now displayed on this side the	12	Q How does the search engine make use of	
13	products that I am allowed to do a REQ on. And	13	that filter?	
14		14		
	they are organized in product group structure.  Q And to the right of that?	15	A In the very same manner. It will filter,	
15			it will locate. So yes, in very same manner, it	
16	A To the right of that I will have a list	16	will locate anything that contains "hammer" in the	
17	of my most recent requisitions. And you can	17	field "Product Information."	
18	actually have drafts or templates ongoing of	18	Q And would the search, if you input a	
19	requisitions.	19	search query in the supplier input box, would the	
20	Q Okay. Can you go ahead and expand the	20	search engine search the database under the	
21	fields, expand the catalog product hierarchies	21	supplier attribute for items that have supplier	
22	there?	22	names matching that input query?	
	264			266
1	A So we have hand tools consist of hammers,	1	A Could you repeat the question?	266
1 2		1 2	A Could you repeat the question?  MS. ALBERT: Can you read that back,	266
	A So we have hand tools consist of hammers,			266
2	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium	2	MS. ALBERT: Can you read that back,	266
2	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual	2	MS. ALBERT: Can you read that back, please?	266
2 3 4	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.	2 3 4	MS. ALBERT: Can you read that back, please? (Requested portion of record read.)	266
2 3 4 5	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some	2 3 4 5	MS. ALBERT: Can you read that back, please? (Requested portion of record read.) THE WITNESS: Yes.	266
2 3 4 5	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier,	2 3 4 5 6	MS. ALBERT: Can you read that back, please? (Requested portion of record read.) THE WITNESS: Yes. BY MS. ALBERT:	266
2 3 4 5 6 7	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go	2 3 4 5 6 7	MS. ALBERT: Can you read that back, please? (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you	266
2 3 4 5 6 7 8	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any	2 3 4 5 6 7 8	MS. ALBERT: Can you read that back, please? (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term	266
2 3 4 5 6 7 8	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?	2 3 4 5 6 7 8	MS. ALBERT: Can you read that back, please? (Requested portion of record read.) THE WITNESS: Yes. BY MS. ALBERT: Q Can you clear those fields. Can you input, under the supplier filter, the term "Siemens"?	266
2 3 4 5 6 7 8 9	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?	2 3 4 5 6 7 8 9	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?	266
2 3 4 5 6 7 8 9 10	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you	2 3 4 5 6 7 8 9 10	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't	266
2 3 4 5 6 7 8 9 10 11	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown	2 3 4 5 6 7 8 9 10 11	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog	266
2 3 4 5 6 7 8 9 10 11 12	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used	2 3 4 5 6 7 8 9 10 11 12 13	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me	266
2 3 4 5 6 7 8 9 10 11 12 13 14	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used that user interface to input a term there, what would happen?	2 3 4 5 6 7 8 9 10 11 12 13	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me all of the products that are loaded into the catalog?	266
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used that user interface to input a term there, what would happen?  A You enter something, and then you click	2 3 4 5 6 7 8 9 10 11 12 13 14	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me all of the products that are loaded into the catalog?  A How do you mean?	266
2 3 4 5 6 7 8 9 10 11 12 13 14 15	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used that user interface to input a term there, what would happen?	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me all of the products that are loaded into the catalog?  A How do you mean?  Q Can you just display for me all of the	266
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used that user interface to input a term there, what would happen?  A You enter something, and then you click "Search."	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me all of the products that are loaded into the catalog?  A How do you mean?  Q Can you just display for me all of the catalog items that are loaded into the	266
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used that user interface to input a term there, what would happen?  A You enter something, and then you click "Search."  Q Does the search engine submit that input query to the catalog database and search for items	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me all of the products that are loaded into the catalog?  A How do you mean?  Q Can you just display for me all of the catalog items that are loaded into the demonstration system?	266
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used that user interface to input a term there, what would happen?  A You enter something, and then you click "Search."  Q Does the search engine submit that input query to the catalog database and search for items that match that search query?	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me all of the products that are loaded into the catalog?  A How do you mean?  Q Can you just display for me all of the catalog items that are loaded into the demonstration system?  A This depends on how the data has been	266
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	A So we have hand tools consist of hammers, hammers consist of steel hammers and titanium hammers, and steel hammers shows me the actual product in the list.  Q Now, on the top of that, there are some filters shown there, product information, supplier, and product group. If I go back before you go back to the search interface without having any results displayed. Can you click on "Search"?  A On "Search"?  Q Yes. Did you click on okay. Can you explain how to use the filters that are shown there? "Product Information," if the user used that user interface to input a term there, what would happen?  A You enter something, and then you click "Search."  Q Does the search engine submit that input query to the catalog database and search for items	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	MS. ALBERT: Can you read that back, please?  (Requested portion of record read.)  THE WITNESS: Yes.  BY MS. ALBERT:  Q Can you clear those fields. Can you input, under the supplier filter, the term  "Siemens"?  A Like this?  Q Yes. And hit "Search." Oh. You don't have the same data. Can we see the catalog products that are available, can you just show me all of the products that are loaded into the catalog?  A How do you mean?  Q Can you just display for me all of the catalog items that are loaded into the demonstration system?	266

	267		2
1	case should not buy items or is not allowed to buy	1	with any kind of product, live potential customer
2	from this, then that doesn't display.	2	demonstrations.
3	Q Have you enabled the supplier field for	3	Q Can you show me just a display of all the
4	searching today?	4	items that you currently have in the database
5	A I don't understand that question. It's	5	available to this buyer? Just to show me each
6	always been enabled. This is a standard screen.	6	screen of all items that have been loaded.
7	It's always looked like this. Whatever I put in	7	A So first I clear, then I search. Then I
8	here, an "S," all suppliers that has an S in them	8	should be displayed here
9	pops up. It's a filter. It's not a logical,	9	Q Can you scroll down, please?
10	thinking thing, selecting for Siemens. It's just a	10	A Then unfortunately, maybe I shouldn't use
11	filter on so S-I, for instance, will then	11	that word, but you need to page to the next page.
12	show and there is no one who has those letters.	12	Q Yes. Can you do that? Okay, go a little
13	S-O, possibly, I don't know.	13	slower so I can see, please.
14	I don't know the database in its full	14	A Okay. Do you want me to start from the
15	extent.	15	beginning again?
16	Q Can you show me	16	Q That's
	A This obviously because S-O then	17	A I can do that.
17			
18	detects a supplier here called Lawson France. The	18	Q Can you scroll or click next?
19	data here is not representative of any customer in	19	(Witness complies.)
20	any real life situation.	20	Q Can you click next, please?
21	Q Okay.	21	(Witness complies.)
22	A It is pure playful data with no relevance	22	Q Can you click next, please?
	268		
			2
1	really, and cannot be used to describe anything of	1	(Witness complies.)
1		1 2	
	really, and cannot be used to describe anything of		(Witness complies.)
2	really, and cannot be used to describe anything of the functionality in the system, really.	2	(Witness complies.)  Q Can you click next, please? (Witness complies.)
2	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.	2	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please?
2 3 4	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to	2 3 4	(Witness complies.)  Q Can you click next, please? (Witness complies.)
2 3 4 5	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?	2 3 4 5 6	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.
2 3 4 5 6 7	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.	2 3 4 5 6 7	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in
2 3 4 5 6 7 8	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well  A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the	2 3 4 5 6 7 8	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?
2 3 4 5 6 7 8	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the	2 3 4 5 6 7 8	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.
2 3 4 5 6 7 8 9	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?	2 3 4 5 6 7 8 9	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to
2 3 4 5 6 7 8 9 10	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well  A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a	2 3 4 5 6 7 8 9 10	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog
2 3 4 5 6 7 8 9 10 11	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a	2 3 4 5 6 7 8 9 10 11	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the
2 3 4 5 6 7 8 9 10 11 12 13	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data. Q I mean, don't you use the demo system to show customers how your system works? A Yes. Q So you want to be able to show the functionality of the actual product by using the demo system, don't you? A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he	2 3 4 5 6 7 8 9 10 11 12 13	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?
2 3 4 5 6 7 8 9 10 11 12 13	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure	2 3 4 5 6 7 8 9 10 11 12 13	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the
2 3 4 5 6 7 8 9 10 11 12 13 14 15	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure out and it might actually in real cases you	2 3 4 5 6 7 8 9 10 11 12 13 14	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the product the list of all the products that this
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	the functionality in the system, really.  Q Well  A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure out and it might actually in real cases you might actually come up with real items, that they	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the product the list of all the products that this buyer can buy.
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	really, and cannot be used to describe anything of the functionality in the system, really.  Q Well A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure out and it might actually in real cases you	2 3 4 5 6 7 8 9 10 11 12 13 14	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the product the list of all the products that this buyer can buy.  Q If I want to narrow it down, the search,
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	the functionality in the system, really.  Q Well  A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure out and it might actually in real cases you might actually come up with real items, that they	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the product the list of all the products that this buyer can buy.
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	the functionality in the system, really.  Q Well  A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure out and it might actually in real cases you might actually come up with real items, that they want indirect material that they want to	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the product the list of all the products that this buyer can buy.  Q If I want to narrow it down, the search,
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	the functionality in the system, really.  Q Well  A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure out and it might actually in real cases you might actually come up with real items, that they want indirect material that they want to procure, and to make the demonstration, the	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the product the list of all the products that this buyer can buy.  Q If I want to narrow it down, the search, can you input into the product information input
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	the functionality in the system, really.  Q Well  A The content of the data.  Q I mean, don't you use the demo system to show customers how your system works?  A Yes.  Q So you want to be able to show the functionality of the actual product by using the demo system, don't you?  A Yes. But typically what we do in a customer demonstration is that you prepare with a customer his situation, what type of transaction he wants to do, and then you investigate to figure out and it might actually in real cases you might actually come up with real items, that they want indirect material that they want to procure, and to make the demonstration, the presentation more live and a better fit for their	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	(Witness complies.)  Q Can you click next, please? (Witness complies.)  Q Can you click next, please? (Witness complies.)  A Yes.  Q All right. Can we do a search for IBM in the supplier input box?  A Yes, we can.  Q And now you've submitted that search to the search engine. It's searched your Meta Catalog and returned a hit list of items that matched the input search query; is that correct?  A Yes. We search what we call the product the list of all the products that this buyer can buy.  Q If I want to narrow it down, the search, can you input into the product information input box the term "laptops"?

	271		273
1	Information, can you input "laptops"?	1	"Details" URL there?
2	A With an "S"?	2	A Like in all Microsoft windows, you will
3	Q I don't know if it matters.	3	be able to get to a web page.
4	A It does.	4	Q Can we click that?
5	Q Oh, okay.	5	A Open up another window.
6	A Because laptop is laptop. Laptops are	6	Q What would you expect to see there?
7	laptops.	7	A I would have expected that the supplier
8	Q Okay. Can you select the third matching	8	might have instead of written an entire how you
9	item in the hit list there, the third one down?	9	say that in English an entire book as a
10	And let's show the item detail page. And now this	10	description, that he indicated to a URL page where
11	is the detail page for this catalog item, and	11	the buyer, the requisitioner in this case, if
12	showing the various fields of data associated with	12	that's the English word for it, can go in and read
13	this item in the catalog database; is that correct?	13	for himself the information about this particular
14	A These are the datas that has been	14	product.
15	provided by the supplier and uploaded by the	15	Q And do you know if sometimes, when you
16	supplier, in this case IBM, and approved to be	16	link out to that external URL, the supplier has
17	shown so that the buyer requester can ultimately	17	some availability information located there?
			A I wouldn't know that.
18	order it or request it.	18	
19	Q So we have a picture of the item,	19	Q Can you go back to our item detail page?
20	correct?	20	Can you keep scrolling down there? Or that's the
21	A Yes.	21	end there.
22	Q And we have the product name associated	22	A I'm at the bottom.
22		22	
	272		274
1	with the item; is that correct?	1	Q Can you add that to the shopping cart,
1 2	with the item; is that correct?  A Yes.	1 2	Q Can you add that to the shopping cart, because we want to requisition that item.
1 2 3	with the item; is that correct?  A Yes.  Q We also have in the item detail page the	1 2 3	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."
1 2 3 4	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this	1 2 3 4	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page
1 2 3 4 5 6	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.	1 2 3 4 5 6	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied
1 2 3 4 5	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?	1 2 3 4 5	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product
1 2 3 4 5 6	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the	1 2 3 4 5 6 7	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied
1 2 3 4 5 6 7 8	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?	1 2 3 4 5 6 7 8	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm
1 2 3 4 5 6 7 8 9 10	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says	1 2 3 4 5 6 7 8 9 10	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.
1 2 3 4 5 6 7 8 9 10 111	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?	1 2 3 4 5 6 7 8 9 10 11	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information. And I can sort of request a delivery date.
1 2 3 4 5 6 7 8 9 10 11 12	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is	1 2 3 4 5 6 7 8 9 10 11 12	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information. And I can sort of request a delivery date.  Q And is this information going to be used
1 2 3 4 5 6 7 8 9 10 11 12 13	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take	1 2 3 4 5 6 7 8 9 10 11 12 13	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?
1 2 3 4 5 6 7 8 9 10 11 12 13 14	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from — I assume from when he is informed about	1 2 3 4 5 6 7 8 9 10 11 12 13 14	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from — I assume from when he is informed about that you want to have this specific item, this	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.  Q Can you go ahead and input that we want
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from — I assume from when he is informed about that you want to have this specific item, this T61p.	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.  Q Can you go ahead and input that we want to order 100 of these?
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from I assume from when he is informed about that you want to have this specific item, this  T61p.  Q So it gives you some information that the	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.  Q Can you go ahead and input that we want to order 100 of these?  A A hundred.
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from I assume from when he is informed about that you want to have this specific item, this T61p.  Q So it gives you some information that the supplier has this item available in stock because	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.  Q Can you go ahead and input that we want to order 100 of these?  A A hundred.  Q And what happens if you click "Continue"?
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from — I assume from when he is informed about that you want to have this specific item, this  T61p.  Q So it gives you some information that the supplier has this item available in stock because he's able to ship it to you in three days?	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.  Q Can you go ahead and input that we want to order 100 of these?  A A hundred.  Q And what happens if you click "Continue"?  Now, what screen is displayed here, labeled
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from I assume from when he is informed about that you want to have this specific item, this  T61p.  Q So it gives you some information that the supplier has this item available in stock because he's able to ship it to you in three days?  A No. It doesn't give me any indication of	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.  Q Can you go ahead and input that we want to order 100 of these?  A A hundred.  Q And what happens if you click "Continue"?  Now, what screen is displayed here, labeled "Account Demand," what is this used for?
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	with the item; is that correct?  A Yes.  Q We also have in the item detail page the product group hierarchy that's associated with this particular item; is that correct?  A Yes, that's correct.  Q And then a description of the item, the price, the supplier name, correct?  A Yes.  Q And now the delivery time field, it says  "Three days" there. What does that mean?  A The intention with the information is that the supplier indicates how long it will take from — I assume from when he is informed about that you want to have this specific item, this  T61p.  Q So it gives you some information that the supplier has this item available in stock because he's able to ship it to you in three days?	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Q Can you add that to the shopping cart, because we want to requisition that item.  A I clicked on "Order."  Q This order item page, what is this page used for?  A This is the information that is copied from the product information in the product database list from the supplier. And now I'm determining really how much, what quantity, how many. I can also enter some account information.  And I can sort of request a delivery date.  Q And is this information going to be used to build a requisition by the system?  A Yes.  Q Can you go ahead and input that we want to order 100 of these?  A A hundred.  Q And what happens if you click "Continue"?  Now, what screen is displayed here, labeled

	275		27
1	whom ultimately should pay for these hundred	1	A I would expect what we do is that we
2	laptops in this case, if there is a project in his	2	filter on laptops, the product group laptops, as
3	organization ongoing. So it's just more detailed	3	you see. So I would expect to see all other
4	accounting information.	4	laptops that I'm allowed to requisition or purchase
5	Q Is this also going to be used by the	5	or buy. So if I should sort of want to buy another
6	system to build a requisition?	6	one or
7	A It is information that is connected to	7	Q Right. So if you had had
8	the requisition, yes, and other accounting details.	8	A Or similar.
9	Q Can we add the item to the shopping cart?	9	Q other laptops in addition to those
10	A Yes, we can.	10	supplied by IBM, that product catalog hierarchy
11	Q Now, the screen that's displayed here	11	would have returned in addition to the IBM laptops
12	labeled "Shopping Cart," what is this screen?	12	other laptops available from other suppliers; is
13	A It displays the items that I now have in	13	that correct?
14	my shopping cart. So this is a self-service	14	A If I would have had other products listed
15	functionality, meaning that the buyer or the	15	here that's been sort of coded or uploaded or ended
16	requisitioner should go in here, create his or her	16	by another supplier in the same product group, that
17	shopping cart, and when they are done, they create	17	would have been displayed, yes.
18	a requisition out of what they wanted to buy today.	18	Q Thank you. Can we go back to our
19	They might come back tomorrow or another day.	19	shopping cart that we're building. And now we have
20	Q Can we go back and continue searching for	20	two line items, each associated with a different
21	additional items to add to the shopping cart?	21	supplier; is that correct?
	additional femotic add to the shopping care.	1 -	Supplier, is that seriest.
22	A Yes.	22	A Yes.
		22	
22	276		27
1	Q Let's go back and use the catalog	1	Q And can we take the next step and click
22 1 2	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the	1 2	Q And can we take the next step and click  "Create Requisition"? And what will happen when
1	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?	1 2 3	Q And can we take the next step and click "Create Requisition"? And what will happen when you click that?
1 2 3 4	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.	1 2 3 4	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the
1 2 3 4 5	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to	1 2 3 4 5	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer,
1 2 3 4 5 6	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to A Hammers.	1 2 3 4 5 6	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could
1 2 3 4 5 6 7	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to A Hammers.  Q I can't remember what the items were.	1 2 3 4 5 6 7	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it
1 2 3 4 5 6 7 8	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.	1 2 3 4 5 6 7 8	Q And can we take the next step and click "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.
1 2 3 4 5 6 7 8 9	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And	1 2 3 4 5 6 7 8 9	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information
1 2 3 4 5 6 7 8	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.	1 2 3 4 5 6 7 8	Q And can we take the next step and click "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.
1 2 3 4 5 6 7 8 9	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And	1 2 3 4 5 6 7 8 9	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information
1 2 3 4 5 6 7 8 9 10	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to A Hammers.  Q I can't remember what the items were. A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these	1 2 3 4 5 6 7 8 9 10	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information
1 2 3 4 5 6 7 8 9 10 111	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead	1 2 3 4 5 6 7 8 9 10 11	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens,
1 2 3 4 5 6 7 8 9 10 11 12	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or	1 2 3 4 5 6 7 8 9 10 11 12	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?
1 2 3 4 5 6 7 8 9 10 11 12 13	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or requisition ten of these. Click "Continue."	1 2 3 4 5 6 7 8 9 10 11 12 13	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?  A Yes. The information that I had in what
1 2 3 4 5 6 7 8 9 10 11 12 13 14	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or requisition ten of these. Click "Continue."  A Yes.	1 2 3 4 5 6 7 8 9 10 11 12 13 14	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?  A Yes. The information that I had in what you saw as the shopping cart is now about to be
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or requisition ten of these. Click "Continue."  A Yes.  Q And then add that to the shopping cart.	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?  A Yes. The information that I had in what you saw as the shopping cart is now about to be formalized to become a requisition in the
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or requisition ten of these. Click "Continue."  A Yes.  Q And then add that to the shopping cart.  Now, if you go back and click on the ThinkPad T61p,	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	Q And can we take the next step and click "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?  A Yes. The information that I had in what you saw as the shopping cart is now about to be formalized to become a requisition in the requisition database, so that the next step in the
22 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were,  A I've expanded now into something,  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or requisition ten of these. Click "Continue."  A Yes.  Q And then add that to the shopping cart.  Now, if you go back and click on the ThinkPad T61p, the product name there, and go back to the item	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?  A Yes. The information that I had in what you saw as the shopping cart is now about to be formalized to become a requisition in the requisition database, so that the next step in the approval process, the approver can approve this
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or requisition ten of these. Click "Continue."  A Yes.  Q And then add that to the shopping cart. Now, if you go back and click on the ThinkPad T61p, the product name there, and go back to the item detail page. If I click on the product group	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?  A Yes. The information that I had in what you saw as the shopping cart is now about to be formalized to become a requisition in the requisition database, so that the next step in the approval process, the approver can approve this requisition.
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Q Let's go back and use the catalog hierarchy to search for items. Can we expand the hierarchy tree?  A Yes. Hand tools.  Q I just want to  A Hammers.  Q I can't remember what the items were.  A I've expanded now into something.  Q Yes, let's click on steel hammers. And it doesn't really matter, let's select one of these and display the item detail page. Let's go ahead and click "Order." Let's buy ten of these or requisition ten of these. Click "Continue."  A Yes.  Q And then add that to the shopping cart.  Now, if you go back and click on the ThinkPad T61p, the product name there, and go back to the item detail page. If I click on the product group can you click on the product group?	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Q And can we take the next step and click  "Create Requisition"? And what will happen when you click that?  A I will just be presented with how the requisition will look before I finally, as a buyer, sort of agree with myself to send it off. I could enter a comment or whatever. And then I send it off for approval.  Q So now the system took the information from the shopping cart, and the other information that you had filled out with the various screens, and built this requisition; is that correct?  A Yes. The information that I had in what you saw as the shopping cart is now about to be formalized to become a requisition in the requisition database, so that the next step in the approval process, the approver can approve this requisition.  Q Okay. Can we send this for approval?

	070		
1	function of this screen?	1	screen, again, and an ability for the authorizer to
2	A It's just a confirmation screen that what	2	enter information to the buyer, saying whatever.
3	you just had on the other screen is now a	3	Q Okay. Can we go ahead and approve that
4	requisition.	4	requisition? Now, what will happen once the
5	Q Okay. And can we view the authorization	5	requisition is approved? What will the system do?
6	process? What screen is presented here?	6	A Now an order is created, and
7	A It's just the status, it says that it's	7	Q We have two separate order numbers listed
8	pending, and an authorizer needs to come in and	8	there.
9	authorize it.	9	A Yes, we have.
10	Q So can we log out as the buyer and log	10	Q One for the ThinkPad that's going to IBM,
11	back in as the authorizer?	11	and a second order for the steel hammer that's
12	A Yes, we can.	12	going to the machinery and equipment supplier; is
13	Q What screen is shown there?	13	that correct?
14	A This has nothing to do with	14	A That is correct.
15	e-Procurement. This is something else. Do you	15	Q So can we log out and log back in as the
16	want Autocomplete on?	16	supplier in order to view the order? Or one of the
17	MR. SCHULTZ: It's an Internet Explorer.	17	orders. Would you log out and then log into the
18	Click "No" for this.	18	Supply Center to view
19	BY MS. ALBERT:	19	A I cannot guarantee that we will hit these
20	Q Click "No," I guess. So now you're going	20	orders, because I I'm logging on with a preset
21	to click on the "Approve" button; is that correct?	21	supplier.
22	A Yes. I am. And I want to log on as an	22	Q Now, where would an item that was just
	280		28
			20
1	authorizer.	1	posted be found? Under the status section of the
1	authorizer.  Q And what screen is presented to the	1 2	
			posted be found? Under the status section of the
2	Q And what screen is presented to the	2	posted be found? Under the status section of the Supply Center home?
2	Q And what screen is presented to the authorizer here, entitled "Requisitions"?	2	posted be found? Under the status section of the  Supply Center home?  A Yes.
2 3 4	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is	2 3 4	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and
2 3 4 5	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo	2 3 4 5	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and  view an order and say, I'm not able to fulfill
2 3 4 5	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect	2 3 4 5 6	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and  view an order and say, I'm not able to fulfill  those at this time, the product is on backorder,
2 3 4 5 6 7	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it	2 3 4 5 6 7	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill those at this time, the product is on backorder, what would the supplier do?
2 3 4 5 6 7 8	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now	2 3 4 5 6 7 8	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and  view an order and say, I'm not able to fulfill  those at this time, the product is on backorder,  what would the supplier do?  A He would just have to comment on what he
2 3 4 5 6 7 8	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.	2 3 4 5 6 7 8	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and  view an order and say, I'm not able to fulfill  those at this time, the product is on backorder,  what would the supplier do?  A He would just have to comment on what he  can do or not. I don't actually have  Q Well, can you
2 3 4 5 6 7 8 9 10	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are	2 3 4 5 6 7 8 9 10	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he can do or not. I don't actually have  Q Well, can you  A that flow.
2 3 4 5 6 7 8 9 10 11	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the	2 3 4 5 6 7 8 9 10 11	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and  view an order and say, I'm not able to fulfill  those at this time, the product is on backorder,  what would the supplier do?  A He would just have to comment on what he  can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think.
2 3 4 5 6 7 8 9 10 11 12 13	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we	2 3 4 5 6 7 8 9 10 11 12 13	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and  view an order and say, I'm not able to fulfill  those at this time, the product is on backorder,  what would the supplier do?  A He would just have to comment on what he  can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think.  So you had put in the "Delivery Comment" field
2 3 4 5 6 7 8 9 10 11 12 13	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then — it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?	2 3 4 5 6 7 8 9 10 11 12 13	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill  those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he  can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think.  So you had put in the "Delivery Comment" field  A Yes.
2 3 4 5 6 7 8 9 10 11 12 13 14 15	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?  A It is the one we just built, yes.	2 3 4 5 6 7 8 9 10 11 12 13 14	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and  view an order and say, I'm not able to fulfill  those at this time, the product is on backorder,  what would the supplier do?  A He would just have to comment on what he  can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think.  So you had put in the "Delivery Comment" field  A Yes.  Q some information saying, I'm out of
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?  A It is the one we just built, yes.  Q So how would the authorizer go about	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think. So you had put in the "Delivery Comment" field  A Yes.  Q some information saying, I'm out of stock, it's on backorder; is that correct?
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?  A It is the one we just built, yes.  Q So how would the authorizer go about approving that requisition?	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill  those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he  can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think.  So you had put in the "Delivery Comment" field  A Yes.  Q some information saying, I'm out of  stock, it's on backorder; is that correct?  A Yes.
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?  A It is the one we just built, yes.  Q So how would the authorizer go about approving that requisition?  A He would either he can view it. And	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think. So you had put in the "Delivery Comment" field  A Yes.  Q some information saying, I'm out of stock, it's on backorder; is that correct?  A Yes.  Q I think that's the end of what I would
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?  A It is the one we just built, yes.  Q So how would the authorizer go about approving that requisition?  A He would either he can view it. And he can also view individual details of each of the	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill  those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he can do or not. I don't actually have —  Q Well, can you —  A — that flow.  Q That looks like one we just did, I think.  So you had put in the "Delivery Comment" field —  A Yes.  Q — some information saying, I'm out of stock, it's on backorder; is that correct?  A Yes.  Q I think that's the end of what I would like to see demonstrated. Can you hit — I think
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?  A It is the one we just built, yes.  Q So how would the authorizer go about approving that requisition?  A He would either he can view it. And he can also view individual details of each of the lines. And then he just clicks "Approve."	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he can do or not. I don't actually have  Q Well, can you  A that flow.  Q That looks like one we just did, I think.  So you had put in the "Delivery Comment" field  A Yes.  Q some information saying, I'm out of stock, it's on backorder; is that correct?  A Yes.  Q I think that's the end of what I would like to see demonstrated. Can you hit I think you can hit F9 to stop the recording. Hit F9.
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Q And what screen is presented to the authorizer here, entitled "Requisitions"?  A Up will come the requisitions that is pending him or hers approval. In this demo environment with these profiles, they connect together, so that what we require is then it could have been different individuals, but it's now connected so that this approver will see what we just required.  Q And I see two requisitions that are pending there. Is the first requisition with the ThinkPad and the hammer, that's the one that we just built; isn't that correct?  A It is the one we just built, yes.  Q So how would the authorizer go about approving that requisition?  A He would either he can view it. And he can also view individual details of each of the	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	posted be found? Under the status section of the  Supply Center home?  A Yes.  Q And if the supplier wanted to go in and view an order and say, I'm not able to fulfill  those at this time, the product is on backorder, what would the supplier do?  A He would just have to comment on what he can do or not. I don't actually have —  Q Well, can you —  A — that flow.  Q That looks like one we just did, I think.  So you had put in the "Delivery Comment" field —  A Yes.  Q — some information saying, I'm out of stock, it's on backorder; is that correct?  A Yes.  Q I think that's the end of what I would like to see demonstrated. Can you hit — I think

		283	2
1	with the Camtasia. And hit "Stop." Thank you.	1	indicated in the documentation that those templates
2	A Thank you.	2	existed and could be used when you were sort of
3	MS. ALBERT: Can we take a short recess?	3	doing what you just said. But they are part of the
4	MR. SCHULTZ: Yes.	4	training materials. Exactly where they are
5	THE VIDEOGRAPHER: We're going off the	5	physically located, I don't know. They are
6	record. The time is 9:26 a.m.	6	probably somewhere in the implementation package of
7	(Recess.)	7	our solution.
8	THE VIDEOGRAPHER: We're now back on the	8	MS. ALBERT: Counsel, can you provide us
9	record. The time is 9:34 a.m.	9	a copy of those templates?
10	BY MS. ALBERT:	10	MR. SCHULTZ: We will look into that,
11	Q Mr. Billgren, there were a couple of	11	yes.
12	items yesterday that you just indicated you needed	12	BY MS. ALBERT:
13	to refresh your recollection on. I wanted to see	13	Q Have you ever seen a copy of any of the
14	if you were able to remember anything overnight.	14	ePlus patents that are in suit here?
15	Do you have any recollection of what the base	15	A I have viewed one of those patents.
16	license fee is associated with the e-Procurement	16	Q Do you recall which patent you have
17	application?	17	viewed?
18	A In an amount in dollars, you mean?	18	A Not not by numbers. I think it was
19	Q Yes.	19	Q Pardon me?
20	A No, I did not recollect the details of	20	A No, not by numbers.
24	that.	21	MS. ALBERT: Let me go ahead and mark as
21			9
22	Q Do you have any recollection of the	22	Billgren Exhibit 21 a copy of United States Patent
22		284	2
22	number of total customers of the e-Procurement	284	Number 6,023,683.
1 2	number of total customers of the e-Procurement application?	284 1 2	Number 6,023,683.  (Billgren Exhibit 21 was marked for
1 2 3	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just	284 1 2 3	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition
1 2 3 4	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.	284 1 2 3 4	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)
1 2 3 4 5	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those	284 1 2 3 4 5 5	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:
1 2 3 4 5 6	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?	284 1 2 3 4 5 6	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent
1 2 3 4 5 6 7	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.	284 1 2 3 4 5 6 7	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer
1 2 3 4 5 6 7 8	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name.	284 1 2 3 4 5 6 7 8	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you
1 2 3 4 5 6 7 8 9	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?	284 1 2 3 4 5 6 7 8 9	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?
1 2 3 4 5 6 7 8 9 10	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was,	284  1 2 3 4 5 6 7 8 9 10	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.
1 2 3 4 5 6 7 8 9 10 11	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was.  Q And what's that name?	284  1 2 3 4 5 6 7 8 9 10 11	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?
1 2 3 4 5 6 7 8 9 10 11 12	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was.  Q And what's that name?  A It is Empire Merchant North.	284  1 2 3 4 5 6 7 8 9 10 11 12	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.
1 2 3 4 5 6 7 8 9 10 11 12 13	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was.  Q And what's that name?  A It is Empire Merchant North.  Q Were you able to recollect where the file	284  1 2 3 4 5 6 7 8 9 10 11 12 13	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.  Q So had you ever seen this patent before
1 2 3 4 5 6 7 8 9 10 11 12 13 14	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was,  Q And what's that name?  A It is Empire Merchant North.  Q Were you able to recollect where the file formats for the catalog import might be located?	284  1 2 3 4 5 6 7 8 9 10 11 12 13 14	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.  Q So had you ever seen this patent before the lawsuit was filed?
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was.  Q And what's that name?  A It is Empire Merchant North.  Q Were you able to recollect where the file formats for the catalog import might be located? You indicated yesterday that Lawson provides	284  1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.  Q So had you ever seen this patent before the lawsuit was filed?  A No.
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name the new name of the Colony Liquor company?  A I was.  Q And what's that name?  A It is Empire Merchant North.  Q Were you able to recollect where the file formats for the catalog import might be located? You indicated yesterday that Lawson provides standard templates for the Excel spreadsheet or the	284  1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.  Q So had you ever seen this patent before the lawsuit was filed?  A No.  Q What was the nature of your review of
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was.  Q And what's that name?  A It is Empire Merchant North.  Q Were you able to recollect where the file formats for the catalog import might be located? You indicated yesterday that Lawson provides standard templates for the Excel spreadsheet or the XML format used by a supplier to upload their	284  1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.  Q So had you ever seen this patent before the lawsuit was filed?  A No.  Q What was the nature of your review of this patent?
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name. the new name of the Colony Liquor company?  A I was.  Q And what's that name?  A It is Empire Merchant North.  Q Were you able to recollect where the file formats for the catalog import might be located? You indicated yesterday that Lawson provides standard templates for the Excel spreadsheet or the XML format used by a supplier to upload their supplier catalog into the Supply Center. And yesterday you couldn't recollect where those file	284  1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.  Q So had you ever seen this patent before the lawsuit was filed?  A No.  Q What was the nature of your review of this patent?  A Define "nature."  Q What did your review process consist of?
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	number of total customers of the e-Procurement application?  A We have to the best of my knowledge just shy of or below 30 customers.  Q And are any of those — do any of those customers have users in the United States?  A Yes. One, to my knowledge.  Q And were you able to recollect the name, the new name of the Colony Liquor company?  A I was.  Q And what's that name?  A It is Empire Merchant North.  Q Were you able to recollect where the file formats for the catalog import might be located? You indicated yesterday that Lawson provides standard templates for the Excel spreadsheet or the XML format used by a supplier to upload their supplier catalog into the Supply Center. And	284  1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	Number 6,023,683.  (Billgren Exhibit 21 was marked for identification and attached to the deposition transcript.)  BY MS. ALBERT:  Q Mr. Billgren, do you recall if the patent that's been marked as Exhibit 21, which I'll refer to as the '683 patent, is that the patent that you have reviewed?  A To the best of my understanding, yes.  Q When did you review this patent?  A Within the last weeks.  Q So had you ever seen this patent before the lawsuit was filed?  A No.  Q What was the nature of your review of this patent?  A Define "nature."

		287	289
1	A Yes, it was my probably my non-native	1	A Yes. To my knowledge there's only one
2	English. I have gone over it on a high level to	2	customer using e-Procurement in the United States.
3	try to understand what from my perspective this was	3	Q And you're talking about e-Procurement
4	about. I wouldn't call it a review process.	4	when you're talking about those customers, correct?
5	Q Can you turn to column 24 of the patent.	5	A Yes. I'm only referring to e-Procurement
6	You see there are column well, if you turn past	6	when we said just below 30 customers, yes.
7	the figures pages	7	Q Of the 30 customers that are worldwide
8	A Okay.	8	using the e-Procurement system, do any of those 30
9	Q at the start of the text, there are	9	customers what's the number of the 30 customers
10	columns at the top, column numbers.	10	that actually would use it in the United States?
11	A Yes.	11	A The one customer that I mentioned
12	Q Can you turn to column 24? And starting	12	earlier.
13	at the bottom of column 24 through the end of the	13	Q So other than that one, the other 30 do
	-		
14	patent, that's the section we refer to as the	14	not use it in the United States, is that your
15	claims.  A Yes.	15	understanding?
16		16 17	A That's my understanding, yes.  MR SCHIII T7: Nothing further at this
17	Q Did you undertake a review of the claims		MR. SCHULTZ: Nothing further at this
18	of the '683 patent?	18	time.
19	A I again, maybe not "review" is the	19	MS. ALBERT: I have one recross question.
20	right word, but I read them on a high level.	20	FURTHER EXAMINATION BY COUNSEL FOR PLAINTIFF
21	Q Did you review either of the other two	21	BY MS. ALBERT:
22	patents that are involved in the suit?	22	Q Are there any customers of M3 that also
		288	290
4			
1	A No.	1	have the e-Procurement application integrated with
2	A No.  MS. ALBERT: That concludes my initial	1 2	have the e-Procurement application integrated with the M3 system?
2	MS. ALBERT: That concludes my initial	2	the M3 system?
2	MS. ALBERT: That concludes my initial examination. I reserve the right for recross	3	the M3 system?  A Other I'm not sure I understood.
2 3 4	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that	2 3 4	the M3 system?  A Other – I'm not sure I understood.  Outside of – yes, please continue.
2 3 4 5	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the	2 3 4 5	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30
2 3 4 5	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for	2 3 4 5	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.
2 3 4 5 6 7	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked	2 3 4 5 6 7	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers are you counting them as only
2 3 4 5 6 7 8	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.	2 3 4 5 6 7 8	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers are you counting them as only having the e-Procurement application and no other
2 3 4 5 6 7 8	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6)	2 3 4 5 6 7 8	the M3 system?  A Other – I'm not sure I understood.  Outside of – yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers – are you counting them as only having the e-Procurement application and no other  M3 application?
2 3 4 5 6 7 8 9	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still	2 3 4 5 6 7 8 9	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers are you counting them as only having the e-Procurement application and no other M3 application?  A Whether each and every of them have M3
2 3 4 5 6 7 8 9 10	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and	2 3 4 5 6 7 8 9 10	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers are you counting them as only having the e-Procurement application and no other  M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have
2 3 4 5 6 7 8 9 10 11	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those	2 3 4 5 6 7 8 9 10 11	the M3 system?  A Other – I'm not sure I understood.  Outside of – yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers – are you counting them as only having the e-Procurement application and no other  M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the
2 3 4 5 6 7 8 9 10 11 12 13	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those productions. So therefore I'm recessing the	2 3 4 5 6 7 8 9 10 11 12 13	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers are you counting them as only having the e-Procurement application and no other M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the sole who has e-Procurement, either as a standalone,
2 3 4 5 6 7 8 9 10 11 12 13	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those productions. So therefore I'm recessing the 30(b)(6) portion of the deposition.	2 3 4 5 6 7 8 9 10 11 12 13	the M3 system?  A Other – I'm not sure I understood.  Outside of – yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers – are you counting them as only having the e-Procurement application and no other  M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the sole who has e-Procurement, either as a standalone, some of them are
2 3 4 5 6 7 8 9 10 11 12 13 14 15	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those productions. So therefore I'm recessing the 30(b)(6) portion of the deposition.  EXAMINATION BY COUNSEL FOR DEFENDANT	2 3 4 5 6 7 8 9 10 11 12 13 14	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers are you counting them as only having the e-Procurement application and no other M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the sole who has e-Procurement, either as a standalone, some of them are standalone, some of them are integrated with M3.
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those productions. So therefore I'm recessing the 30(b)(6) portion of the deposition.  EXAMINATION BY COUNSEL FOR DEFENDANT BY MR. SCHULTZ:	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30  customers that have the e-Procurement application.  Do those customers are you counting them as only having the e-Procurement application and no other  M3 application?  A Whether each and every of them have M3  integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the sole who has e-Procurement, either as a standalone, some of them are standalone, some of them are integrated with M3.  Q So there would be no other M3 customers
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those productions. So therefore I'm recessing the 30(b)(6) portion of the deposition.  EXAMINATION BY COUNSEL FOR DEFENDANT BY MR. SCHULTZ:	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	the M3 system?  A Other – I'm not sure I understood.  Outside of – yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers – are you counting them as only having the e-Procurement application and no other  M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the sole who has e-Procurement, either as a standalone, some of them are integrated with M3.  Q So there would be no other M3 customers unaccounted for in that 30 number that might also
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those productions. So therefore I'm recessing the 30(b)(6) portion of the deposition.  EXAMINATION BY COUNSEL FOR DEFENDANT BY MR. SCHULTZ:  Q Mr. Billgren, you just testified that there were just below 30 customers in total, and	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	the M3 system?  A Other — I'm not sure I understood.  Outside of — yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers — are you counting them as only having the e-Procurement application and no other M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the sole who has e-Procurement, either as a standalone, some of them are integrated with M3.  Q So there would be no other M3 customers unaccounted for in that 30 number that might also have the e-Procurement application integrated with
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	MS. ALBERT: That concludes my initial examination. I reserve the right for recross pending counsel's redirect. I want to note that I'm not concluding the 30(b)(6) portion of the deposition, given that there are some topics for which Mr. Billgren was designated that he lacked complete knowledge.  And additionally I'm leaving the 30(b)(6) portion open in view of the fact that we are still receiving document productions from Lawson, and there may be relevant documents included in those productions. So therefore I'm recessing the 30(b)(6) portion of the deposition.  EXAMINATION BY COUNSEL FOR DEFENDANT BY MR. SCHULTZ:  Q Mr. Billgren, you just testified that there were just below 30 customers in total, and that's throughout the world, right?	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	the M3 system?  A Other I'm not sure I understood.  Outside of yes, please continue.  Q You testified about these just under 30 customers that have the e-Procurement application.  Do those customers are you counting them as only having the e-Procurement application and no other  M3 application?  A Whether each and every of them have M3 integrated or another ERP integrated, I don't have that details on top of my head. But the 30 is the sole who has e-Procurement, either as a standalone, some of them are standalone, some of them are integrated with M3.  Q So there would be no other M3 customers unaccounted for in that 30 number that might also have the e-Procurement application integrated with an M3 system?

	291	29	93
1	you've mentioned, are there any other customers	1 CERTIFICATE OF SHORTHAND REPORTER-NOTARY PUBLIC	
2	that have the M3 system that then also have the	2 I, Lee Bursten, the officer before whom	
3	e-Procurement system as an add-on integrated to it?	3 the foregoing deposition was taken, do hereby	
4	A Now I understand. No, not to my	4 certify that the foregoing transcript is a true and	
5	knowledge.	5 correct record of the testimony given; that said	
6	MS. ALBERT: Okay. Thank you. And	6 testimony was taken by me stenographically and	
7	again, I'm leaving open the 30(b)(6) portion of the	7 thereafter reduced to typewriting under my	
8	deposition.	8 direction; and that I am neither counsel for,	
9	THE VIDEOGRAPHER: This marks the end of	9 related to, nor employed by any of the parties to	
10	tape number 1 in the deposition of Mr. Billgren.	10 this case and have no interest, financial or	
11	We're going off the record. The time is 9:46 a.m.	11 otherwise, in its outcome.	
12	(Signature having not been waived, the	12 IN WITNESS WHEREOF, I have hereunto set	
13	deposition of HENRIK BILLGREN was adjourned at	13 my hand and affixed my notarial seal this 26th day	
14	9:46 a.m.)	14 of October, 2009.	
15		15 My commission expires: June 30, 2014.	
16		16	
17		17	
18		18	
19		19	
20		20 LEE BURSTEN	
21		21 NOTARY PUBLIC IN AND FOR	
22		22 THE DISTRICT OF COLUMBIA	
	292		94
1		1 ERRATA SHEET	94
2	ACKNOWLEDGEMENT OF DEPONENT	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC.	94
2	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge  that I have read and examined the foregoing	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY: 4 PAGE LINE CORRECTION AND REASON	94
2 3 4 5	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY: 4 PAGE LINE CORRECTION AND REASON 5	94
2 3 4 5	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached	1 ERRATA SHEET 2 IN RE: ePLUS iNC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached	1 ERRATA SHEET 2 IN RE: ePLUS iNC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	34
2 3 4 5 6 7 8	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10 11	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10 11 12 13	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10 11 12 13	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10 11 12 13 14	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	34
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	34
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	34
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	94
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	ACKNOWLEDGEMENT OF DEPONENT  I, HENRIK BILLGREN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.	1 ERRATA SHEET 2 IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC. 3 RETURN BY:	34

		295	
1	ERRATA SHEET CONTINUED		
2	IN RE: ePLUS INC. v. LAWSON SOFTWARE, INC.		
3	RETURN BY:		
4	PAGE LINE CORRECTION AND REASON		
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			
21		_	
22	(DATE) (SIGNATURE)		
		- 1	

#### **CERTIFICATE OF SERVICE**

I hereby certify that on the 11th day of August, 2010, I will electronically file the foregoing

### PLAINTIFF ePLUS INC'S OBJECTIONS TO DEFENDANT'S COUNTER DEPOSITION DESIGNATIONS, COUNTER-COUNTER DESIGNATIONS AND REVISED SUMMARY OF THE DEPOSITION OF HENRIK BILLGREN (OCT. 22, 2009)

with the Clerk of Court using the CM/ECF system which will then send a notification of such filing (NEF) via email to the following:

> Daniel McDonald, pro hac vice William D. Schultz, pro hac vice Rachel C. Hughey, pro hac vice Joshua P. Graham, pro hac vice Andrew Lagatta, pro hac vice Merchant & Gould P.C. 3200 IDS Center 80 South Eighth Street Minneapolis. MN 55402 Telephone: (612) 332-5300 Facsimile: (612) 332-9081

lawsonscrvicc@)merchantgould.com

Robert A. Angle (VSB# 37691) Dabney J. Carr, IV (VSB #28679) Troutman Sanders LLP P.O. Box 1122 Richmond, VA 23218-1122 Telephone: (804) 697-1238

Facsimile: (804) 698-5119 robert.angle@troutmansanders.com

dabney.carr@troutmansanders.com

Counsel for Defendant Lawson Software, Inc.

David M. Young (VSB #35997)

GOODWIN PROCTER LLP

901 New York Avenue, N.W.

Washington, DC 20001

Telephone: (202) 346-4000 Facsimile: (202) 346-4444 dyoung@goodwinprocter.com